

Message Text

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PAGE 01 PEKING 01292 270704Z

ACTION EA-09

INFO OCT-01 ISO-00 CIAE-00 COME-00 EB-07 INR-07 LAB-04

NSAE-00 PA-01 SIL-01 USIA-06 PRS-01 CU-02 AS-01

/040 W

-----094266 270706Z /17

R 270602Z JUN 77

FM USLO PEKING

TO SECSTATE WASHDC 8076

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRA, CH

SUBJ: USLO ATTENDANCE AT THE CANTON FAIR

1. AFTER A TRIAL GAP IN USLO ATTENDANCE AT THE CANTON FAIR (AS RECOMMENDED BY THE 1976 INSPECTORS REPORT), WE HAVE CONCLUDED THAT THE DISADVANTAGES OF A GAP OUTWEIGH THE SMALL SAVINGS GAINED. WE FEEL THAT FULL COVERAGE HAS THE FOLLOWING ADVANTAGES:

(A) FULL COVERAGE FOR ASSISTING AMERICAN BUSINESSMEN. WE HAVE HAD SEVERAL LETTERS FROM LARGE AND SMALL BUSINESSES SPECIFICALLY REQUESTING THAT WE COVER THE ENTIRE FAIR, EVEN THOUGH THE GAP AT THE SPRING FAIR WAS LESS THAN A WEEK. WE REALIZE THAT THERE IS SOME OVERLAP WITH THE NCUSCT REPRESENTATION, BUT NEITHER WE NOR THE BUSINESSMEN FEEL THIS IS A DISADVANTAGE.

(B) REPORTING. IN ADDITION TO REPORTING ON BUSINESS DONE AT THE FAIR, WE HAVE FOUND CHINESE TRADE OFFICIALS THERE MORE OPEN AND

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PAGE 02 PEKING 01292 270704Z

TALKATIVE THAN AT HOME IN PEKING. OUR DISCUSSIONS IN CANTON ARE VALUABLE NOT ONLY IN REPORTING ON THEIR FAIR BUT ALSO IN DEVELOPING CONTACTS IN PEKING.

(C) TRAVEL OUTSIDE OF PEKING IS ALWAYS USEFUL. WITH INCREASE

COVERAGE WE PLAN TO REQUEST MORE STOPOVERS
ENROUTE TO THE FAIR.

(D) WE TAKE ADVANTAGE OF THE VISITS TO
CANTON TO STOP IN HONG KONG (WHICH SUPPLIES USLO AT
THE FAIR) FOR CONSULTATION RECOMMENDED
BY THE INSPECTORS.

2. WITH THE ADDITION OF STEVE HARNER TO THE
COMMERCIAL/ECONOMIC STAFF, WE FEEL THAT WE
CAN COVER THE FAIR FOR THE ENTIRE MONTH WITHOUT
LEAVING PEKING UNDERSTAFFED.
DEAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE FAIRS
Control Number: n/a
Copy: SINGLE
Sent Date: 27-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977PEKING01292
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770228-0654
Format: TEL
From: PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770614/aaaaamlc.tel
Line Count: 75
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 0f55da75-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2022353
Secure: OPEN
Status: NATIVE
Subject: USLO ATTENDANCE AT THE CANTON FAIR
TAGS: ETRD, CH
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/0f55da75-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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